



UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

With funds authorized by the U.S. Congress, the **Special American Business Internship Training Program (SABIT)** is a U.S. Department of Commerce - private sector joint initiative to promote market access and to cultivate economic and civil society development in Eurasia — Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.

SABIT offers grant funding to American companies and organizations, and provides group training programs for Eurasian professionals. These training programs balance the technical assistance needs of Eurasia's emerging markets with the interests of the U.S. business and scientific communities. SABIT Grants, available to any American company, non-governmental organization, or academic institution, cover a share of the costs incurred in hosting Eurasian managers and scientists for three to six months of hands-on professional training in a U.S. business setting. Since 1990, SABIT has enabled over 1,000 organizations to host more than 3,300 trainees.

PROMOTING EURASIAN ECONOMIC AND CIVIL SOCIETY DEVELOPMENT, GENERATING RESULTS FOR U.S. COMPANIES AND ORGANIZATIONS

SABIT manages two innovative training programs:

- The **SABIT Grant Program** provides partial funding to train individual English-speaking managers and scientists from Eurasia at a U.S. company or institution for a period of 3-6 months.
- The **SABIT Group Program** brings groups of 18 specialists to the United States for four weeks of industry-specific training at companies and sites across the country.

SABIT: STRENGTHENING U.S. – EURASIAN PARTNERSHIPS

Relationships of mutual trust are a critical element of success in Eurasian markets. SABIT assists U.S. companies and organizations seeking to establish or expand commercial interests in Eurasia by providing a low-cost, low-risk opportunity to form relationships with potential customers, distributors or partners. The relationships built through SABIT serve as foundations for business development and lead to measurable results:

- SABIT has facilitated nearly \$300 million in export revenues and overseas investment to date. Therefore, since the beginning of the program SABIT has generated \$5.60 in trade revenue for every dollar of its budget.
- SABIT participants frequently enter into business relationships with their trainees in the form of joint ventures, distributorships, or other contractual agreements. U.S. host companies also receive assistance from trainees with market access issues such as certification, customs, taxation, logistics, market research, and networking.
- U.S. host organizations have formed cooperative research and development partnerships with Eurasian scientists that have led to the commercialization and development of marketable technologies.
- Non-governmental organizations have transferred institutional knowledge, technical expertise, and skills to Eurasian partners and associates, who serve as conduits for infrastructure development.
- U.S. host companies currently operating in Eurasia have trained and expanded relationships with existing partners, as well as established regional representative offices.

TO LEARN MORE ABOUT SABIT VISIT www.mac.doc.gov/sabit